



# Community Market Report



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## Vail, Arizona

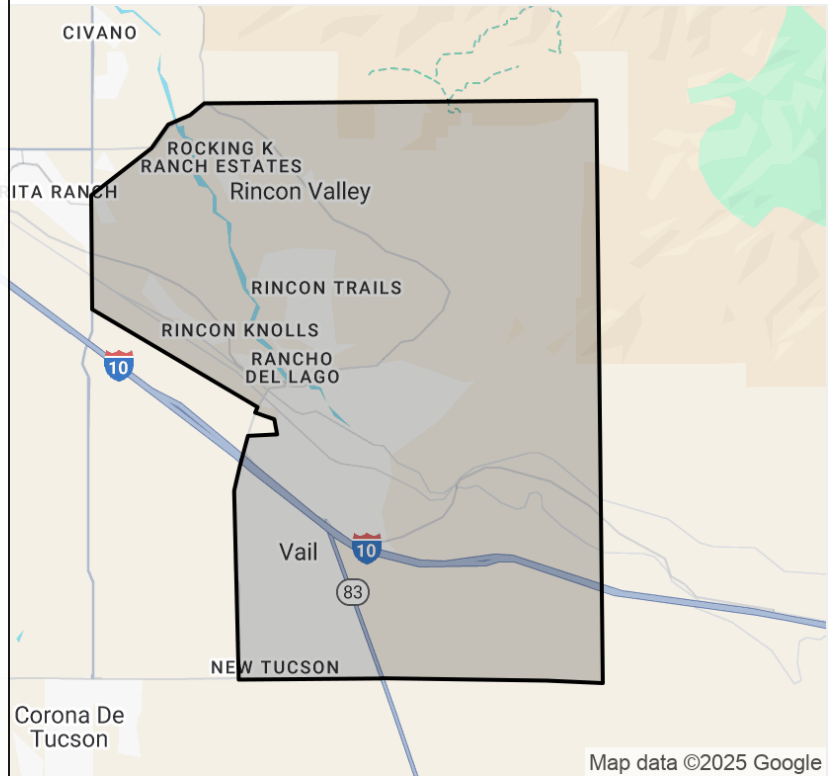
May 2025



## About Vail

Located at the base of the Rincon Mountains 15 miles from Tucson, Vail offers affordable housing, great schools and an easy drive to jobs and cultural events in Tucson. First established as the Empire Cattle Ranch by Edward and Walter Vail in the late 19th century, the town became the storage and loading facility for ore from the successful Helvetia Copper Mine. Today, Vail is home to the top-ranked University of Arizona Science and Technology Park, Raytheon, and many other businesses. Residents define their community as a place where each individual is important and has something valuable to contribute to others. Affordable housing, great schools, and an easy drive to jobs and cultural events in Tucson make Vail an attractive community for raising a family.

Vail's close location to Tucson provides many opportunities to enjoy cultural events and historical attractions. An outdoor lifestyle is the norm in Vail, and nearby places offer year round recreation. Mt. Lemmon is close and perfect for winter downhill skiing. The little-known Charron Vineyards is one of Southern



Contact me to get  
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Report and to learn  
more about Vail.





# Market Summary

## All Property Types

## Recent Sales Trends

The statistics below highlight key market indicators for Vail, Arizona. The data in the Sold Listings table is based on homes sold within the month of April 2025.

	Current Period Apr 2025	Last Month Mar 2025	Change From Last Month	Last Year Apr 2024	Change From Last Year
Homes Sold	47	76	▼ 38%	52	▼ 10%
Median Sale Price	\$423,218	\$409,886	▲ 3%	\$429,995	▼ 2%
Median List Price	\$424,600	\$420,995	▲ 1%	\$439,950	▼ 3%
Sale to List Price Ratio	99%	98%	▲ 1%	99%	0%
Sales Volume	\$22,085,027	\$33,588,846	▼ 34%	\$23,595,304	▼ 6%
Average Days on Market	61 days	98 days	▼ 37 days	72 days	▼ 11 days
Homes Sold Year to Date	201	154	▲ 31%	209	▼ 4%
For Sale at Month's End	325	307	▲ 6%	242	▲ 34%

## Current Market

The statistics below provide an up-to-date snapshot of the listed inventory as of May 6, 2025. Median days on market is a good indicator of the average length of time the current inventory has been on the market. The high price, low price, and median price provide context for the prices buyers and sellers can expect to encounter in this area.

367

Homes for Sale

113

Homes Under Contract

\$4,900,000

High Price

\$215,000

Low Price

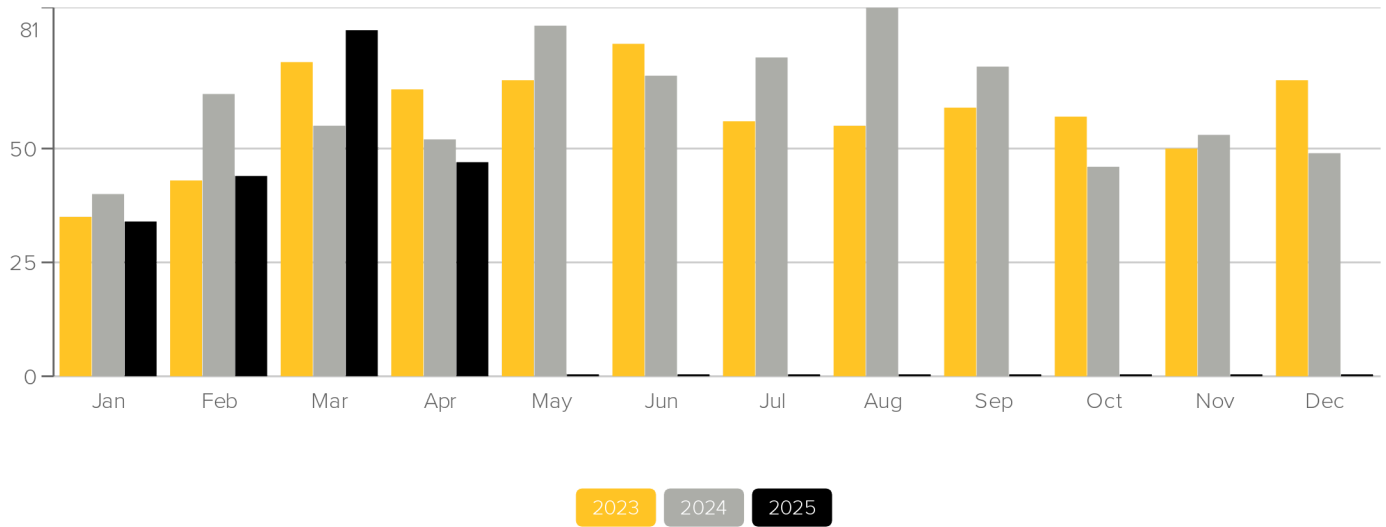
\$430,000

Median List Price

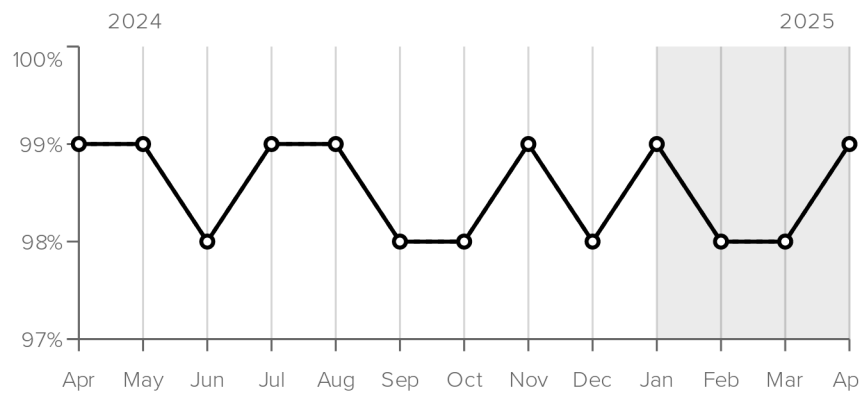
Values pulled on 5/6/2025



## Homes Sold



## Sale to List Price Ratio





# Market Conditions



## Buyer's vs. Seller's Market

This graphic explains the key similarities and differences between a buyer's and seller's market; and how these market factors impact each group.

How it  
Impacts  
Buyers

**Buyer's Market**  
More people selling homes than buying

**More homes to choose from**

**More negotiating power**

**Could spend less than asking price**

**Price restrictions**

**Rarely competing offers**

**Seller's Market**  
More people buying homes than selling

**Fewer homes to choose from**

**Less negotiating power**

**Need to be able to close quickly**

**Could spend more than asking price**

**Competition from other buyers**

How it  
Impacts  
Sellers

**Buyer's Market**  
More people selling homes than buying

**Takes more time to sell**

**Fewer offers received**

**Could get lower than asking price**

**May have to make repairs and/or concessions**

**Seller's Market**  
More people buying homes than selling

**Home sells quickly**

**Multiple offers likely**

**Could get more than asking price**

**Buyers willing to overlook repairs**



# Market Conditions by Price Range

This table provides insight into key market indicators at specific price breakpoints. This information is valuable as the market conditions can vary by price category.

Price Range	Active Listings	Months of Inventory		Sales		Market Climate
		As of 5/6/25	Current Period Apr 2025	3 Month Trend	Current Period Apr 2025	6 Month Avg
All Price Ranges	358	7.2	2.2	50	49	Buyer's
< \$100,000	0	—	—	0	0	—
\$100,000 - \$200,000	0	—	—	0	0	—
\$200,000 - \$300,000	4	—	—	0	0	—
\$300,000 - \$400,000	113	5.4	1.7	21	19	● Balanced
\$400,000 - \$500,000	137	6.8	2.2	20	17	● Buyer's
\$500,000 - \$600,000	50	—	3.8	0	4	—
\$600,000 - \$700,000	28	5.6	2.0	5	3	● Balanced
\$700,000 - \$800,000	8	4.0	2.7	2	0	● Balanced
\$800,000 - \$900,000	9	9.0	4.5	1	0	● Buyer's
\$900,000 - \$1,000,000	2	—	—	0	0	—
> \$1,000,000	7	7.0	2.3	1	0	● Buyer's

Seller's Market  
 Less than 4 months of inventory

Balanced Market  
 Between 4-6 months of inventory

Buyer's Market  
 More than 6 months of inventory



# Statistics

## Days on Market by Price Range

The bar graph below indicates the median days on the market value for each price range breakpoint in Vail, Arizona. The values are based on closed transactions in April 2025.

